B1B AIRCRAFT MAINTENANCE HANGAR

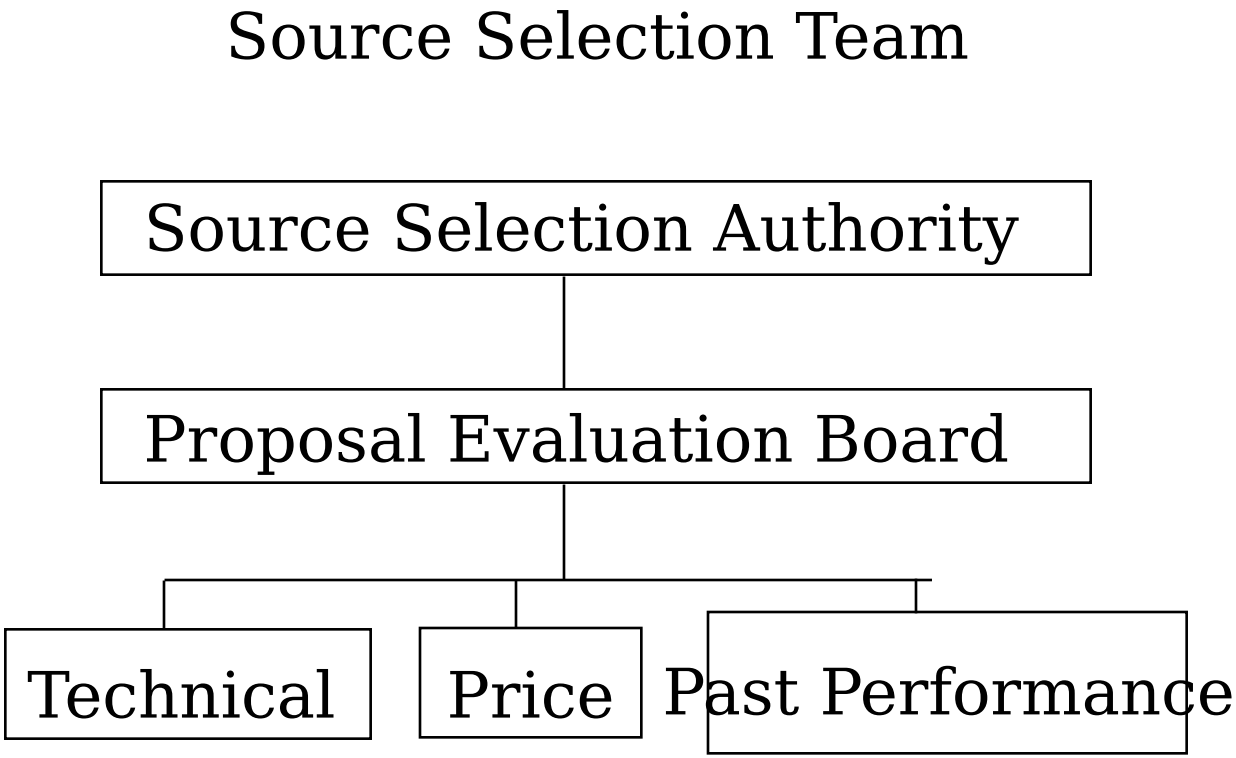
DAHA99-01-R-4001

Debriefing

AGENDA

- Introduction
- Ground Rules
- Source Selection Process
- Evaluation Criteria
- Rationale for Award Decision
- Overall Ranking of Proposals
- Relevant Questions

SOURCE SELECTION PROCESS



PAST PERFORMANCE RELATIVE EXPERIENCE

Very Low Risk - Offer's past performance record provides essentially no doubt that the offeror will successfully perform the required effort.

Low Risk - Offer's past performance record provides little doubt that the offeror will successfully perform the required effort.

Moderate Risk - Offer's past performance record provides some doubt that the offeror will successfully perform the required effort.

High Risk - Offer's past performance record provides substantial doubt that the offeror will successfully perform the required effort.

Very High Risk - Offer's past performance record provides extreme doubt that the offeror will successfully perform the required effort.

Unknown Risk - The offer has no relevant past performance record. A through search was unable to identify any past performance

SAFETY

Very low risk: The [Offeror's] [construction team's] safety experience, knowledge and incident rates demonstrate outstanding adherence to safety requirements. **[The Offeror's EMR is less than 1.0 and Incidence Rate is less than 3.0.]** [The Offeror's lost time rate is less than 3.0 and EMR rating is < or = than 1.0.]

Low Risk: The [Offeror's] [construction team's] safety experience, knowledge and incident rates demonstrate satisfactory adherence to safety requirements. **[The Offeror's EMR is 1.0 and Incidence Rate is 3.0.]** [The Offeror's lost time rate is 3.0 to 5.0, and EMR rating is less than or equal to 1.1.]

Moderate Risk: The [Offeror's] [construction team's] safety experience, knowledge and incident rates demonstrate minimal adherence to safety requirements. **[The Offeror's EMR is less than or equal to 1.1 and Incidence Rate is less than or equal to 5.0. The Offeror must propose method(s) to maintain an accident-free worksite, such as using a fulltime safety technician or 3rd party safety monitor.]** [The Offeror's lost time rate is 3.0 to 5.0, and EMR rating is less than or equal to 1.2.]

High Risk: The [Offeror's] [construction team's] safety experience, knowledge and incident rates demonstrate unsatisfactory adherence to safety requirements. **[The Offeror's EMR is greater than 1.1 and Incidence Rate is greater**

TECHNICAL APPROACH EVALUATION RATINGS DEFINITIONS

EXCELLENT: The proposal demonstrates an excellent understanding of requirements and approach that significantly exceeds performance or capability standards. It has exceptional strengths that will significantly benefit the Government.

GOOD: The proposal demonstrates a good understanding of the requirements and an approach that exceeds performance or capability standards. It has one or more strengths that will benefit the Government.

SATISFACTORY: The proposal demonstrates an acceptable understanding of requirements and an approach that meets performance or capability standards. It demonstrates an acceptable solution, however, has few or no strengths.

MARGINAL: The proposal demonstrates shallow understanding of the requirements and an approach that only marginally meets performance or capability standards necessary for minimal but acceptable contract performance.

FACTOR EVALUATION RESULTS

	Unsuccessful Corp.	Successful Corp.
Past Performance	Low Risk	Very low risk
which is more important than		
Technical Approach	Good	Excellent
which is equal to		
Technical Qualifications	Low Risk	Low Risk
which is equal to		
Price	$12,095,200	$12,186,10

STRENGTHS/WEAKNESSES
Unsuccessful Corp.

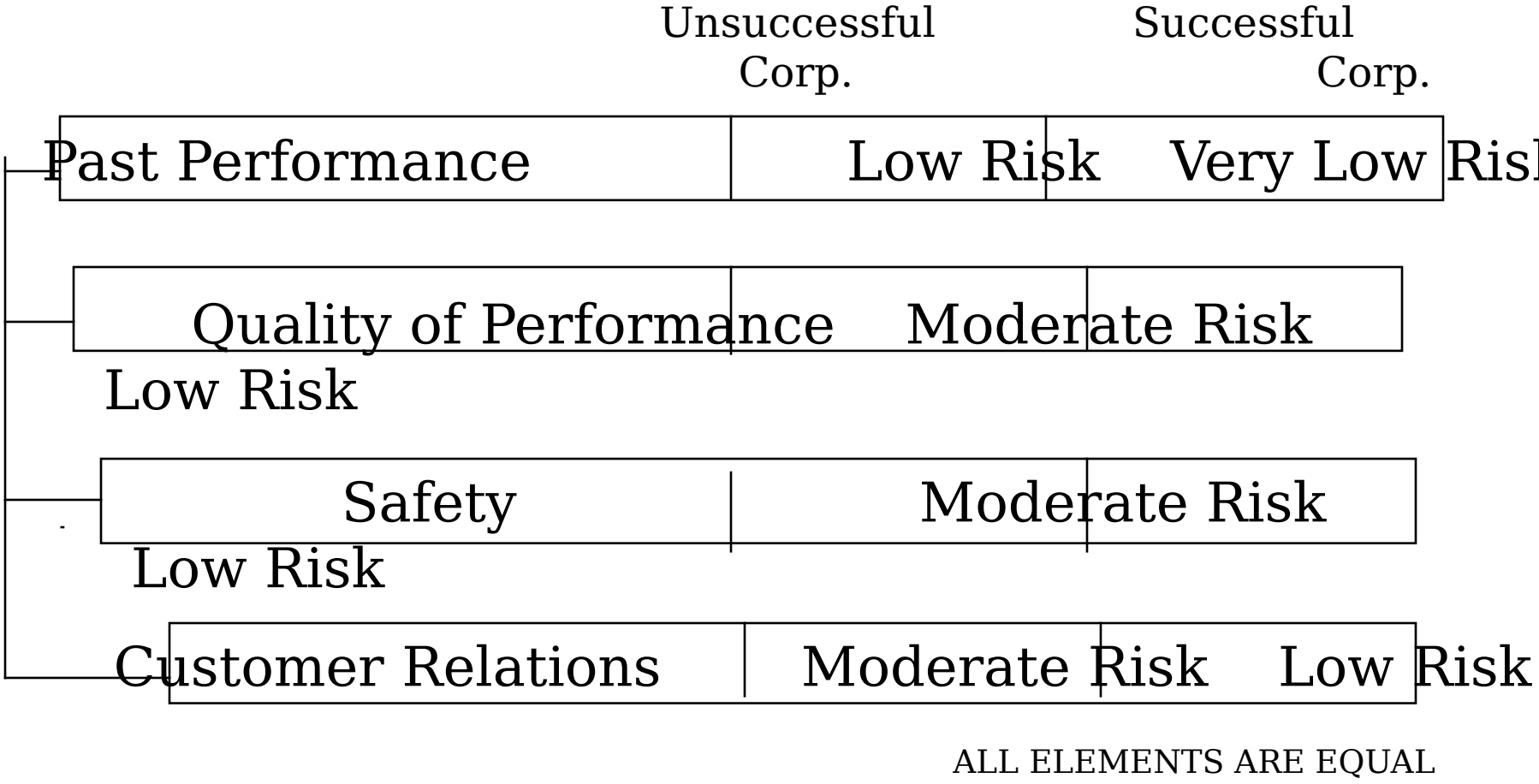
NIFICANT STRENGTHS

cellent resumes of key personnel staffing the project.
cellent selection of materials and subcontractors for overhead door and metal r
cellent internal control and quality assurance procedures.
cellent understanding of contract specification requirements.

NIFICANT WEAKNESSES

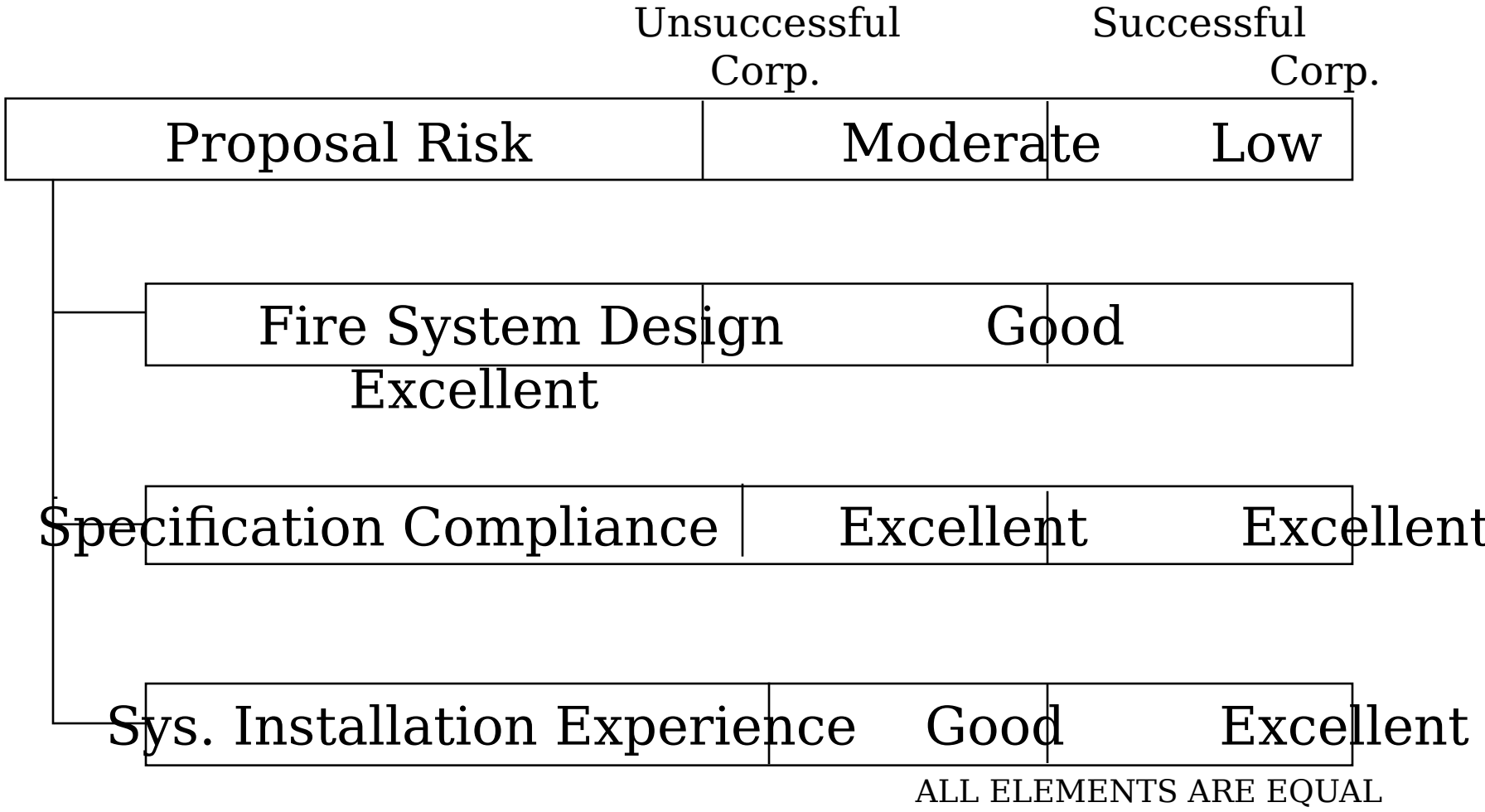
ntractor had EMR rate of 1.2. (SAFETY)
e detection system does not have a proven interface with existing syste
k of corporate experience in aircraft hangar construction. Has completed only
gar construction project.
t performance data indicated some projects were not completed on schedule.
uidated damages assessed on two prior contracts.
stomer satisfaction on prior contracts was not favorable.

PAST PERFORMANCE SUBFACTORS



ALL ELEMENTS ARE EQUAL

TECHNICAL APPROACH SUBFACTORS



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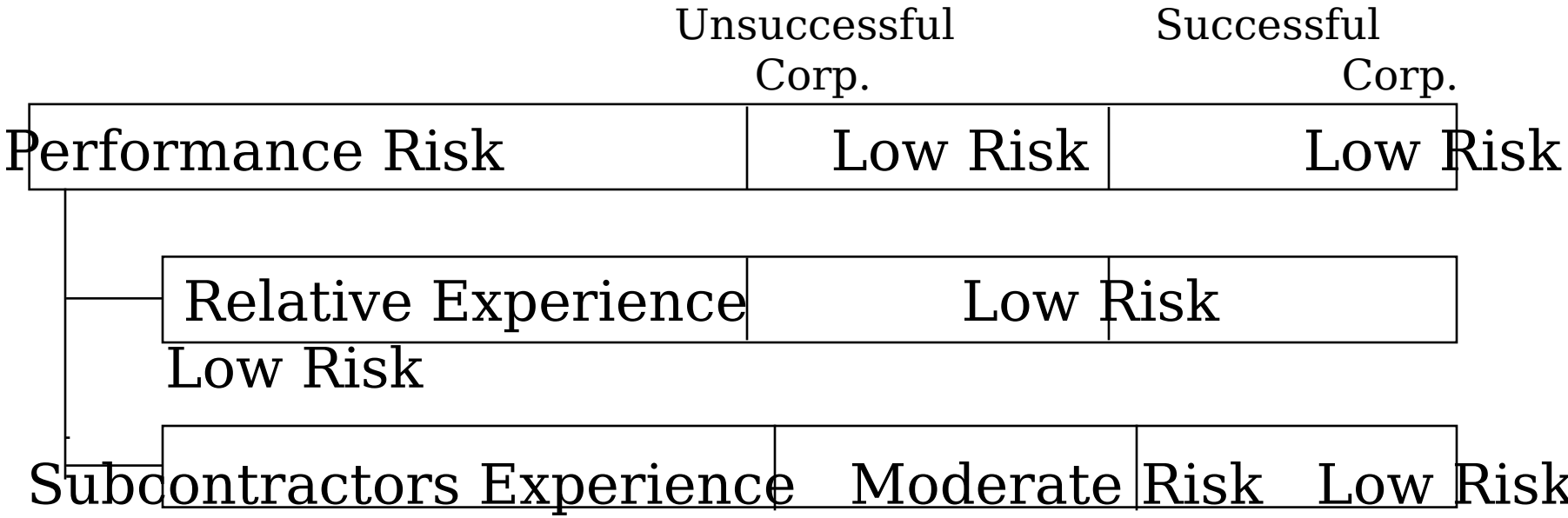
TECHNICAL QUALIFICATIONS SUBFACTORS



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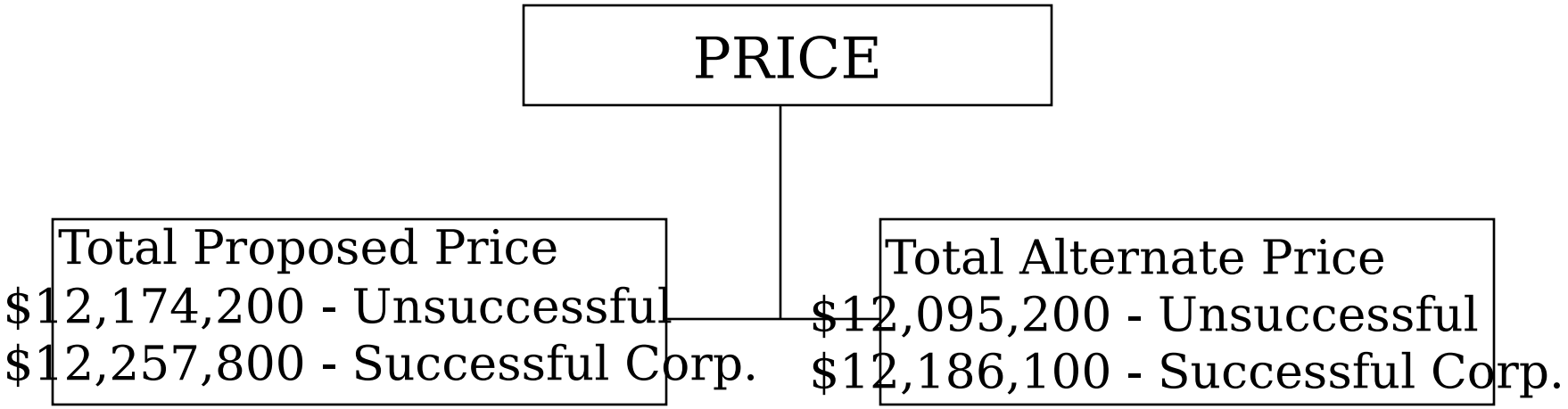
PRICE


PRICE
Total Proposed Price
$12,174,200 - Unsuccessful
$12,257,800 - Successful Corp.
Total Alternate Price
$12,095,200 - Unsuccessful
$12,186,100 - Successful Corp.

RATIONALE FOR AWARD DECISION

Successful Corp's innovative approach to fire suppression system design represents a significant advancement in the state of the art in terms of capability and user friendly interface with the existing fire reporting system. Successful Corp. subcontractors have extensive experience in the installation of fire suppression systems and its proposed equipment is superior to the other offerors in terms of reporting protocol and detection methodology. Successful Corp. has extensive experience in the construction of aircraft maintenance hangars and its past performance on similar contracts was excellent. Overall, Successful Corp's proposed

QUESTIONS?